



- ❑ Asset Management
- ❑ Wealth Management & Private Banking

Named peer benchmarking

50 Asset Managers

27 Wealth Managers & Private Banks



TRICUMEN

Asset Management

Revenue & AuM

- Asset Type
 - Liquidity
 - Fixed Income
 - Equities
 - Multi-Asset
 - Passive/Index
 - Alternative
 - Other
- Client Type
 - Retail
 - Institutional
 - Principal & Other
- Geography
 - EMEA
 - AMER
 - APAC

Expenses

- Comp & Bens
 - FO Comp & Bens
 - Support Comp & Bens
- Other support
- One offs / exceptional

- Fixed cost
 - Staff costs
 - Other costs
- Variable cost
 - Staff costs
 - Other costs

Headcount

- Front Office
 - Research
 - Sales / Distributions
 - Portfolio Management
 - Trading
 - Client services
 - CRM
- Support
 - Operations
 - Technology
 - Risk
 - Compliance
 - Finance
 - HR
- Sales & Marketing
- Portfolio Construction & Management
- Operations
- Treasury
- Other support

Institutions under coverage
account for 65%+ of global AuM

Wealth Management & Private Banking

Revenue

- Type 1
 - Net Interest Income
 - Investment Management
 - Advisory / Client-led
 - Discretionary / Advisor-led
 - Brokerage & Other
- Type 2
 - Net Interest Income
 - Investment Management & Brokerage
 - Recurring fee income
 - Transaction-based income
 - Other
- Client
 - UHNWI & GFO (\$25m+)
 - HNWI high (\$10-25m)
 - HNWI low (\$1-10m)
 - Mass-affluent (\$200k - \$1m)

Notes:

- Tricumen includes all relevant businesses/teams, regardless of where they report within a Group.
- Clients with AuM of less than \$200k are classed as Retail, and are not in scope.

Institutions under coverage
account for 55%+ of global AuM

Expenses

- FO comp & benefits
- Tech & Ops (incl. comp & benefits)
- Support & Other

- Headcount**
- Front Office (RMs, client advisors, structurers, product specialists)
- Support & Other

- Balance Sheet**
- AuM / Investable assets
 - UHNWI / GFO (\$25m+)
 - HNWI high (\$10-25m)
 - HNWI low (\$1-10m)
 - Mass-affluent (\$200k - \$1m)
- Net new money
- Deposits
- Loans
 - Securities-based lending
 - Real Estate
 - Other / balance
- Equity
- Brokerage & Other Assets

Scope

Geographies

- EMEA
- Americas
 - North America
 - Latin America
- APAC

Country detail available

Frequency

- Annual
- Semi-annual
- Quarterly

About Tricumen



- ❑ Tricumen was founded in 2008. It quickly became a strong provider of diversified market intelligence across the capital markets and has since expanded into transaction and corporate banking coverage, as well as asset and wealth management and asset servicing. Tricumen's data has been used by many of the world's leading strategy consulting firms as well as investment banks, investment managers and 'blue chip' corporations.
- ❑ Situated near Cambridge in the UK, Tricumen is almost exclusively staffed with senior individuals with an extensive track record of either working for or analysing banks; and boasts what we believe is the largest financial markets-focused research network of its peer group.

Tricumen © 2022. All rights reserved.